

## 60 SECOND PITCH

Do you have a family? Great, I help families find affordable life insurance, or if they already have it, I help them get discounts, upgrades, or cash back on what they already have. Do you feel like you're paying too much for your policy?

Being a broker, we have access to all the top, state regulated companies to make sure our families get the best coverage with the most benefits for the lowest cost.

I might be able to help you out a lot. When would be a good day for us to get together? Now or tomorrow? Are mornings, afternoons, or evenings best?

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If we had to write a check today to ensure the safety and security of our family when we're gone, we probably couldn't afford it, right? I know I wouldn't. But if you could write a check for \$30, \$50, \$70, or \$100 a month for them to get a tax free lump sum of money to protect them, that would be worth it, right?... Good! Let's get you covered.

If life insurance wells free, everyone would get it, right? You would get as much as you could, right? Unfortunately, it's not free, and when I thought of my family, I knew I was going to be one of those sacrifices I had to make. It was just a matter of finding something in my budget to make sure they were protected.